



MMC – Malzkorn Management Consultants

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Thanks to an acquisition momentum in the past and organic growth efforts, our client is one of the leading solution provider in lighting solutions with group-wide more than 6,000 employees and more than 30 independent subsidiaries (and/or material financial participation) in more than 50 countries. The company provides and represents the most simple and reliable path to customised, energy-efficient and sustainable lighting solutions. In the dynamic and even more complex lighting market, business customers are provided with optimal advice and orientation and – last but not least – with perfect light. In order to strengthen our sales volume and to serve our customers in Luxembourg we are now looking for a

Sales Manager – Luxembourg (m/f/d)

In this role you will discuss and develop the strategy, the priorities and the sales plan and targets for our opportunities in Luxembourg. You will report and cooperate with the sales office in Belgium and of course with other departments in the group. You will be focused on new accounts, opportunities and you will identify market potential and weaknesses of the competition. You will find out the requirements and desires of your customers and you will advise them in solutions which help them to improve their business and added value.

This is mandatory

- experience as a supplier of technical (lighting) products and know-how about the technical (installation) market
- fluent in Luxembourgian and English, ideally also in Dutch and/or French (in speaking and in writing)
- demonstrates strong communication and management skills, leads and motivates people to deliver superior performance, is able to develop and build relationships with external parties
- self-motivated and self-starter, innovative solution provider, highly target-oriented
- experienced in CRM tools (preferably Salesforce)

This makes the tasks so interesting

The company is unique in many respects: its core business, its structure, its long-term commitments and the support of the shareholders. We offer a challenging and international work environment in a globally operating company with a broad range of responsibilities and the opportunity to develop your career aspirations. The diversity of profiles, backgrounds and experiences of the employees is an asset which we are seeking to develop with you now. The package is attractive and includes a company car. You will be working remotely from your home-office which will be technically fully equipped by our customer.

If you are willing to work in a multi-national organization and you are eager to make a successful company even more successful, we are looking forward to receiving your application including your salary expectations and your notice period only via e-mail to: G.Malzkorn@malzkorn-mc.de.

We are obliged to treat your application as strictly confidential.

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